THE RURAL LANDOWNER'S OPPORTUNITY TO OBTAIN TECHNICAL ASSISTANCE FOR RECREATION DEVELOPMENT OF PRIVATE LANDS

5920284

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Reply to: 2300

Date: June 8, 1988

Gina McLellan
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Dear Gina:

I have enclosed the two bound and one unbound copies of my Recreation Short Course project as you requested. I really enjoyed the experience of participating in the Clemson Recreation Short Course program and look forward to possibly working with you on future recreation initiatives in my new job as the Regional National Recreation Strategy Coordinator.

Sincerely,

Dennis Robertson

DENNIS ROBERTSON
NRS Coordinator

Enclosures

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ROBERTSON

THE RURAL LANDOWNER'S OPPORTUNITY TO OBTAIN TECHNICAL ASSISTANCE FOR RECREATION DEVELOPMENT OF PRIVATE LANDS

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This paper was prepared as a student project in partial fulfillment of the Professional Development for Outdoor Recreation Management Program at Clemson University. It in no way reflects USDA Forest Service policy nor are the opinions expressed those of anyone other than the author.

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Title: The Rural Landowner's Opportunity to Obtain Technical Assistance for Recreation Development of Private Lands

Abstract: While many public recreation sites and lands are overcrowded or are nearly at carrying capacity for acceptable activities, private lands across America provide some of the best habitat for game and non-game wildlife and contain terrain features, human interest and conditions suitable for many other recreation activities.

Recent recreation surveys indicate that people are recreating closer to home than in previous years. With this trend rural, private landowners have an excellent opportunity to provide the facilities and space desired by the recreating public when public lands or waters are not available. Most of these rural landowners have the potential to obtain some extra income or tax advantage by providing hunting leases, camps, bike trails, fishing ponds, hiking trails, boating or other opportunities. However, many landowners lack the knowledge, skills or funds to take advantage of the recreation opportunities that exist on their land.

In these past few years as farmers have experienced hard economic times, they have probably been unaware that federal and state service agencies' technical assistance is available to them.

This paper identifies the opportunities for development, the technical assistance that the U.S. Department of Agriculture agencies can provide, and makes recommendations to strengthen the federal assistance to rural communities.

ACKNOWLEDGMENTS

I would like to thank those persons who provided information to me and helped formulate this report; without their help it would have been most difficult.

Some people, by any means not all, who helped, are

Karen Roth,
Ken Cordell,
Glenn Weaver,
Steven Anderson, Ph.D.,
John Vance,
Ron Tuttle.

I thank my wife, Liz, for being patient with me for the last two to three months and holding the "honey do" jobs list until May.

L. Dennis Robertson

EXECUTIVE SUMMARY

Title:

The Rural Landowner's Opportunity to Obtain Technical Assistance for Recreation Development of Private Lands

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Project Intent:

This project is intended to inform private landowners of opportunities to obtain technical assistance from Department of Agriculture and state agencies for developing recreation opportunities. This paper definies the technical assistance opportunities provided by federal and state agencies and should challenge the various agencies to provide the technical assistance necessary for landowners to plan, develop and deliver recreation services to the public. Recommendations are made with the intent to strengthen the federal and state assistance programs.

Summary of Research and Results:

In the past four or five years, newspapers, magazines, radio and television newscasts and documentaries have depicted the depressed economic plight of the nation's farmers and rural areas. We have been told by these commentators what caused the problems, but very few have given realistic solutions to those problems.

Granted, the U.S. Department of Agriculture (USDA) has several programs to assist farmers and rural areas, and as this project began, the 1985 Food and Security Act was being implemented, but there was still a concern about what was being done to assist the landowners who could install recreation services on their land. Some landowners were already establishing hunting leases or charging access fees to hunters, but it wasn't clear what technical assistance, if any, was being provided by the USDA agencies.

In seeking to determine what landowners were doing with their land to provide recreation services and who they were depending upon for technical advice, it was discovered that Ken Cordell, the USDA Forest Service Research Project Leader at Athens, Georgia, and others had developed a questionnaire to ask private landowners several questions about the use of their lands. Specific questions asked for the recreation activities permitted and the primary source of information or technical assistance for the managed activities (see Appendix D).

Bev Driver Karen Roth and others at the Rocky Mountain Research Station, in cooperation with the American Recreation Coalition, conducted a survey in 1987 of private recreation enterprises to determine what fees were being charged for various recreation activities offered. This survey determined whether the primary fee was for hunting and fishing, swimming and boating, or other outdoor recreation activity and what associated activities were either provided or not provided with the basic fee (see Appendix D).

It was apparent while working with Resource Conservation and Development (RC & D) areas that more could be done to help the RC & D councils develop the recreation potential of their areas. The Soil Conservation Service (SCS) had helped finance and construct some public recreation facilities, but because of changing policies, no new projects are being started. There seemed to be no agency with the direct capability to assist the RC & D area or individual landowners in inventorying the recreation potential. For example, the SCS has the responsibility for providing recreation services to landowners, but very few of their

employees have education or training in planning recreation activities. Also, the Forest Service has recreation specialists throughout the organization, but it does not provide recreation assistance as part of its state and private organization; the Forest Service recreation specialists are devoted almost totally to planning, designing and managing the National Forest recreation system. The states' recreation and parks or tourism departments, too, are generally concerned only about their public sector facilities.

The Cooperative Extension Service (CES) and the state wildlife and fish agencies seem to be providing the most direct assistance to landowners with hunting lease information and wildlife habitat development (see Appendix A).

Recommendations:

Based on the past and present situations, as seen by actions and policy, without regard to the momentum that the new USDA Rural Regeneration Initiative might be accomplishing, USDA agencies have opportunities to provide additional assistance to landowners for recreation developments. Experienced personnel are available in some agencies, but considering their talents and skills, they should be utilized better. Other agencies should provide proper staffing to handle recreation development assitance opportunities. USDA agencies should cooperate better and share information bases having lists of available and willing personnel ready to help, and recreation professionals within these agencies and the academic communities should be challenged to volunteer their services.

For more detailed recommendations, see Chapter IV, p. 20.

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CHAPTER I

INTRODUCTION

STATEMENT OF PURPOSE

The farm crisis of the past decade might not have happened if the responsible USDA agencies had been alert and responsive to the need to keep individual farm units as diversified as possible. However, in a free enterprise system, no government agency can act until the people it serves request the agency's help. It is the government's responsibility to inform the public of available aid and the means to obtain it. With each opportunity for the landowner to receive income, he increases his chances of maintaining the "family farm" or the traditional rural lifestyle.

This project is developed to determine the opportunities for outdoor recreation on private lands, the USDA technical assistance available to them and to recommend actions needed to improve the delivery of that technical assistance to rural landowners so that they can develop their land's full potential.

DESCRIPTION OF PROJECT

This project identifies some possible recreation activities that can be developed on private rural lands to provide extra income to landowners. It provides information about the USDA agencies' ability and opportunity to provide recreation information and technical assistance to these landowners and makes recommendations to improve that technical assistance.

No specific American rural area is identified because each community has its own unique characteristics. The project deals with administrative situations and delivery of information and technical assistance that can be applied to many given situations.

CHAPTER II

LITERATURE REVIEW

The body of literature relating to rural development opportunities is fairly extensive. Books have been written, magazine articles published, workshops held, pamphlets produced, commissions appointed, surveys conducted, and government agency policy and directive statements made concerning rural private land recreation developments and services.

Several studies have focused on public use of private forest lands, trends in recreational access to private rural lands and the liability landowners face when access and use of their property is allowed.

The Cooperative Extension Service provides pamphlets and teleconference information to landowners concerning the pros and cons of lease hunting in several states. Government manuals, directives, handbooks and bulletins provide basic direction to USDA agencies for assisting private landowners with recreation enterprise developments, but few guidelines or handbooks exist that deal with specifics for recreation activity developments.

Numerous studies indicate that significant percentages of private rural lands in the United States have some type of user access restrictions (Birch 1982, 1983; Wildlife Management Institute 1984). In New Jersey, two-thirds of the privately owned commercial forest land is closed to public use (Kingsley 1975). Hiking was permitted on only 33 percent of the acreage, while hunting was permitted on 35 percent of the land. Greater posting, more club leasing, greater subdivision, more timber growing and harvesting incentive programs and persistent long-term increases in timber prices all point towards increasing pressures to close more private forest land to public use. The literature reports almost no

evidence that private lands will become more available for public recreational use in the future (Cordell and Stevens 1983).

A 1976 National Private Landowner Survey (NPLOS) conducted by the Forest Service and the Soil Conversation Service, in cooperation with Clemson and Stephen F. Austin State Universities and the University of Kentucky, and other time series surveys make significant observations about trends in various activities (Cordell, Gramann, Albrecht, Withrow and McLellan 1985).

Several articles and studies assess the liability laws and the risks landowners assume when the user is either an invitee, licensee or trespasser. Liability concerns are usually among the reasons for closing, posting, or not opening land to begin with (Cordell et al. 1985). The 1976 NPLOS survey indicated that landowners felt that they needed more protection from lawsuits before opening their land to recreation use (Cordell et al. 1985). Landowners' liability concerns are mostly unfounded since 46 states have in effect recreational use liability statues (Model Law) that provide landowners extensive liability protection when allowing gratuitous recreational use (Kaiser and Wright 1985).

The President's Commission report, America's Outdoors: *The Legacy, the Challenge*, gives many statements and recommendations for private land recreation opportunities. The report states: "Often landowners do not realize the potential value of their land for recreation," and recommends that "extension agents and soil conservation district conservationists should help landowners through technical assistance programs" (A Commission Report 1987). Some landowners have developed recreation services and are marketing their products through magazine advertisements and brochures (see Appendix E).

The Cooperative Extension Service (CES) is accelerating its efforts to provide educational programs to assist farm families with greater enterprise opportunities. The CES publishes brochures, provides workshops with video teleconferences and distributes

handbooks to inform and educate landowners of their opportunities. CES also provides new directives to personnel to help USDA meet the new rural initiative challenges.

The Small Community and Rural Development agency, in its Rural Development Strategy Update (Fiscal Years 1986-1987-1988) reports: "The Department of Agriculture is committed to helping rural communities find solutions–workable solutions that will build a healthy economic infrastructure." This document provides an overview of twelve USDA agencies and nine other government agencies and gives their basic mission and responsibility for rural development (see Appendix C).

Ken Cordell et al. at USDA Forest Service Southeastern Forest Experiment Station and Bev Driver et al. at USDA Forest Service Rocky Mountain Forest and Range Experiment Station are conducting new surveys to update trends in recreational access to private lands and other related data. When this data is gathered, analyzed and compared to previous survey data, USDA will have a better grasp of the technical assistance emphasis areas needed for rural recreation developments.

Books reviewed during the project's development but not cited include:

Anatomy of a Park	Albert J. Rutledge
Design with Nature	Ian L. McHarg
How to Make Meetings Work	Michael Doyle & David Straus
A Sand County Almanac	Aldo Leopold
Outdoor Recreation Planning	Alan Jubenville
Outdoor Recreation Management	Alan Jubenville

Although these books were not cited as references, they have had a significant influence on this author's statements and recommendations presented in this paper.

CHAPTER III

METHODOLOGY

With the author's responsibility to provide technical assistance to forestry committees and councils of various Resource Conservation and Development areas in Oklahoma, Arkansas, and Tennessee, a concern surfaced about the need to supply rural communities and landowners with information about their recreation development opportunities. It seemed that no federal or state agency provided direct assistance to private landowners to help them define or develop their land's recreation potential, and there was a need to find out what assistance was being provided, what information was available, and which, if any, currently provided services could be improved.

Topics presented at the Recreation Short Course portion of the National Recreation and Parks Congress in New Orleans emphasized the need for recreation opportunities closer to home; such as, river protection, and linear greenway parks. The need for these recreation amenities, the opportunity for rural private lands to provide them, and the need for additional technical assistance to rural areas prompted the pursuit of this paper's topic.

A literature search was requested from Southfornet for topics concerning rural private land recreation development and opportunities, private land access trends, landowners' risks and technical assistance available to private landowners.

A proposed questionnaire was to be sent to selected landowners seeking information about what recreation activities they allowed or provided, whether they charged a fee or allowed free use and where they received information or who provided technical assistance, but after receiving the literature search material and discussions with Ken Cordell at

Athens, Georgia and Karen Roth on Bev Driver's staff at Fort Collins, Colorado, most of the needed information was either already secured or was being secured in current surveys.

The other major area of interest was what assistance the various federal agencies provided to private landowners and the policy and guidance that agencies had in their documents to provide outdoor recreation technical or financial assistance to private rural landowners. Information was solicited from the Agricultural Stabilization and Conservation Service, Cooperative Extension Service, Forest Service and Soil Conservation Service to determine their responsibilities and the assistance being provided. Although other agencies such as Farmers Home Administration, Agricultural Cooperative Service and Economic Research Service have some responsibility for rural development, their assistance was largely beyond the scope of this report.

Once the opportunities were defined, and the provided technical assistance identified, recommendations could be made to provide a more excellent service to rural revitalization efforts.

CHAPTER IV

DISCUSSION

SITUATION

"The survival of rural America, both the farms and smaller communities, is dependent upon the expansion of income and employment opportunity in rural areas" (Johnsurd and Lucas 1986). This statement contains the crisis and the vision needed to re-establish stability and pride in our rural communities. Food, fiber, forest products, clean water and air, wildlife and fish are produced on our farms and ranches. These resources are taken for granted while the farmers and ranchers experience a significant social and economic crisis. Rural private lands have the greatest potential for meeting future outdoor recreation needs, and these landowners could take advantage of these resources by providing recreation activities that produce income and relieve some of the social and economic pressures. Revitalizing rural America must become a national priority, and developing environmentally sound resource alternatives on private land has the potential to do just that.

"Our work over the last two years has convinced us that diversification of agriculture and forestry must become a national priority. Diversification is not only needed to respond to the challenges facing American agriculture, but as a key part of any response to the competitive challenges confronting our entire nation" (Sampson 1987). This diversity can include alternative crops and resource management or development that provides recreation opportunities; such as, hunting, fishing, hiking, picnicking, camping and sightseeing for profit or personal satisfaction while benefiting environmental values.

Historically, farmers and ranchers have resisted inviting the public onto their lands because of the liability and potential of being sued. Most farmers and ranchers chose their

way of life because they enjoyed the independence and freedom the rural lifestyle gave them.

As Secretary of Agriculture Richard E. Lyng pointed out, "Some farmers and some rural communities fail to utilize programs for which they are eligible simply because they don't know what the programs are or where they are" (Lyng 1987). USDA agencies de-emphasized guidance and technical assistance to landowners during good economic times. During these good times, emphasis was placed on producing higher volumes of products when demand was high. Planting from fencerow to fencerow became the call to farmers from Secretary of Agriculture Earl Butz (Paddock 1986) and triggered a great new plow-out of fragile lands. Overproduction and glutted markets followed, and little was done to create the infrastructure to deliver the products to the world.

The production of agricultural products continues to increase despite lower prices for those products, and increased food production in most industrial and developing countries is outstripping demand and population growth (Johnsurd and Lucas 1986). This situation is predicted to increase, so it is imperative that we form teams made up of a cross-section of society to help identify and design alternative diversified rural landscapes that produce profit while maintaining a healthy rural environment. Each segment of the communities including federal, state and local agencies has a stake in keeping rural areas viable.

Existing alternative agricultural opportunities can help to improve conditions, but many farm managers lack the abilities to assess and implement these alternatives effectively. The USDA service agencies have an excellent opportunity, within the current system, to be the catalyst for the revitalization of rural America.

NEED

Landowners need better information, skills, and knowledge to overcome gaps between the resource's capabilities and the ability to utilize those capabilities. The landowner has liability concerns, development cost concerns, people management concerns and questions

about the development opportunities and the personal or community benefits to be derived from those opportunities.

LANDOWNER CONCERNS

Landowners are concerned about liability to the user, loss of privacy, vandalism, and property damage. Several different studies indicate that as much as 25 up to 65 percent of private rural lands have access restrictions. As much as 80 percent of the land may be closed in some of the more populated northeastern states (Wildlife Management Institute 1984). Several studies point to a trend toward greater closure and posting, and liability concerns are usually among the reasons for closing and posting land (Cordell et al. 1985). Those who continue to close their properties cite fear of landowner liability and depletion of wildlife as the two most important reasons (Siegel 1980).

The three traditional common law categories of visitor: trespasser, licensee and invitee, leave the landowner with different degrees of risk, and he or she needs to know what those risks are in his or her state. Recreational use liability statues, in effect in 46 states, provide landowners extensive liability protection when allowing gratuitous public recreational use of private land. Landowner apprehension about extensive liability to the recreational user should be unfounded with the liability statutes in effect, yet this apprehension remains a pervasive roadblock to public use of private land (Kaiser and Wright 1985).

The Kansas State University Cooperative Extension Service has published a brochure in common language to inform landowners of their responsibility to invitees, licensees and trespassers. This brochure is an example of useful information helping to dispel the landowners fear of law suits (see Appendix A).

The landowner generally knows the land's capability to produce commonly grown crops and plans for certain yields with confidence. Many landowners have no formal training or education to manage recreation activities or facilities, and they are unaware of the land's

capability to produce wildlife habitat, fishing opportunities or a host of other potential activities.

Development costs for income producing activities can vary widely because of several variable factors. If wildlife habitat already exist, very few dollars would be needed to establish a hunting lease program. If the landowners has lakes or ponds, a fishing business can be established with little cash investment; but new ponds or lakes could cost more than the return over several years on the initial investment.

AGENCY CONCERNS

Relatively few landowners have capitalized on the recreational values of their property. They could develop and market many other recreational activities such as horseback riding, berry picking, nut gathering, camping, target shooting and even off-road vehicle driving if the noise could be tolerated. Private lands support some of the best wildlife habitat, but the owner generally lacks the knowledge of how or where to obtain technical and financial assistance to develop the potential. How does the landowner get help to inventory, design, develop and market the land's recreation resource opportunities?

The landowner needs to start with a good resource inventory that identifies the property's characteristics. Steep slopes, flat slopes, highly erodible land, drainage patterns, permanent water features, buildings and any unique or unusual features need to be mapped during the inventory. Characteristics of the neighbors' lands within one-half mile should be inventoried, so that proposed activities will not interfere with the neighbors' rights. The local Cooperative Extension Service (CES) County Agent, the Agricultural Stabilization and Conservation Service (ASCS), and Soil Conservation Service can help the lanoowner prepare the necessary inventory. This is where USDA agencies and other service agencies have a great opportunity to significantly benefit rural areas because they have the basic structure in place to provide assistance down to the local community level.

In *Private and Commercial Recreation*, Editor Arlin F. Epperson states: "Because of the tax breaks and government funding available to public-sector agencies, there is concern among many private businesses as to whether they can effectively compete with their governmental counterparts." He also states that: "Many private operators are often very resentful about this government competition." For example, the U.S. Army Corps of Engineers rents campsites on government land purchased and developed with tax money at the water's edge for $3.00 per night, while the private campground operator must buy land down the road away from the water, and rent campsites for $10.00 per night in order to repay his investors and make a profit. The private campground operators are particularly resentful when they pay taxes to the government and some of these dollars are being used to compete against them (Epperson 1986).

Demand for outdoor recreational opportunities has continued to grow in the United States despite recessions, wars, and changing lifestyles. By the year 2000, the number of people participating in traditional land and water-based outdoor recreation is again projected to grow again between 22 and 35 percent (Cordell and Stevens 1983).

Local, state and federal outdoor recreation budgets are being reduced, and government's role and commitments are being analyzed. The assumption is being made that private lands and capital will fill the voids that governments will leave, but the critical question is whether this assumption of private initiative is valid. Marion Clawson, *Resources for the Future*, Washington D.C., in 1984 stated: "I think that private enterprise will come up with attractive new forms of recreation opportunities that will take some pressure off forested and other outdoor recreation areas. And, the trend of the times seems clearly toward a larger private role, and I personally endorse such a trend."

The current rural dilemma, as noted previously, and Clawson's observations will make private rural lands more important in the future as a recreation resource. Cordell (1985) states that the relevant facts and speculations point to increasingly less future access to

private lands for the recreation demand increase; therefore, those lands left open for future access become more important for public recreation and potential profit to the landowner. Trends show that there is strong evidence for the extensive and growing private leasing of land for recreational access and that this has strong economic appeal to landowners. The returns for leases are quite varied. Uhlig (1961) reported that waterfowl hunting average $5.10 per acre in Minnesota. Hunting leases can return $1,000 or more per gun per year, and in South Carolina, hunting leases return from $2.50 to $20.00 per acre (personal communication with Dale Rapin, Resource Specialist, Atlanta, Georgia, January 1988). Reports from Arkansas Forestry Commission personnel told of some landowners making more from hunting leases than from growing crops.

ASSISTANCE

The discussion above points to the increased opportunity for rural private landowners to gain income from recreational activities on their land. Cordell and Stevens (1983) found that 55 percent of surveyed landowners thought that government should provide direct assistance to landowners to provide public recreation opportunities and that government should share the cost of developing and managing recreation sites on private lands. It seems apparent that some government help will be necessary to encourage development of the private recreation market, and since government in the past has, for the most part, assumed the recreation development obligation, government may owe private enterprise an incentive to develop recreation activities. A carefully designed, managed and funded program is needed to assure a quality supply of private sector recreation activities.

Within the last year, two significant government actions occurred that are very important for bringing stability and a renewed quality-of-life to rural America. The President's Commission on Americans Outdoors (PCAO) published its findings and recommendations in 1987 after an eighteen month study. The other action, also launched in 1987, is the USDA's Six-Point Rural Regeneration Initiative to rebuild and revitalize rural America.

The PCAO was charged with developing a blueprint to meet America's growing and changing recreation needs into the next century (Crandall 1987). These are some of the recommendations significant for private land recreation to ensure that quality outdoor recreation opportunities satisfy future demands:

* Steps should be taken to realize the potential of the nation's private lands as a source of outdoor recreation opportunities.
* Private landowners should recognize the opportunity to provide expanded recreation resources and services to the public.
* Local, state and federal governments should consider incentives to private landowners to increase public access and review existing statutes, policies, regulations and practices to ensure that impediments to providing public recreation on private land be removed.
* Recreation organizations should actively encourage respect for private property rights and assist in managing use of private lands.
* Disincentives, including liability, trespass, and vandalism should be removed and incentives such as expanded, more protective private landowner recreation use statutes should be established to develop private land potential.
* Landowners should receive a fair market value for recreation access since it is a valuable commodity.
* States should expand liability laws to provide protection for private landowners even when a fee is charged.
* Landowners, enforcement officials, and recreation enthusiasts should develop strategies for confronting and controlling abuse of private property rights.
* Federal, state, and local governments should establish incentives to encourage multiple land use.

* The Departments of Interior and Agriculture should coordinate policies and regulations to focus attention and make detailed recommendations on issues involving public access to private lands.
* Landowners need to understand how they can increase the value of their lands by providing public recreation access.
* Many agencies must become partners in the educational process.
* Extension agents and soil conservation districts should help landowners through technical assistance programs.
* A clearing house should be established to monitor, assemble, and distribute legal, regulatory, and other technical information and advice about recreation on private land.
* A broad coalition of recreation users and private landowners should adopt a code of ethics describing acceptable behavior on all lands.
* Local and state cooperation in federal programs such as Resource Conservation and Development and county extension services should be strengthened by establishing boards at the county level specifically dedicated to wildlife and dispersed recreation programs.
* Communities should establish greenways that would connect parks, forests, public and private lands and waters to provide people with access to open spaces close to where they live (Crandall 1987; A Commission Report 1987).

These seventeen recommendations are very significant to the objectives of this paper. The USDA's Six-Point Rural Regeneration Initiative to rebuild and revitalize rural American carries equal significance also. This six-point initiative directs that:

* The Extension Service will place additional priority emphasis on educating rural residents by working with state and county officials, community leaders, colleges, and universities to develop education and training programs suited to community needs.

* USDA will organize Rural Enterprise Teams as part of the State Food and Agriculture Councils consisting of four or five specialists, organized to be on call to communities, counties or states to assist in business development job training and financial management.
* An information clearinghouse and referral service will be established at USDA. Rural community officials will be able to get up-to-date federal program information with a single phone call and will be referred to the appropriate agency for follow-up.
* All USDA agencies with a research mission will increase their efforts devoted to rural economic development.
* The Farmers' Home Administration will redirect its Business and Industry Guarantee Loan Program to ensure that new regulations for the Rural Development Loan Funds Relending Program are leveraged so that available funds will be used to create more jobs and give preference to communities under the greatest stress.
* USDA's overall direction and coordination will be placed in the Deputy Secretary's office to ensure that this rural rebuilding initiative is given high priority (USDA Briefing Information).

ACTIONS STARTED

These two major actions in 1987 provide an excellent opportunity to link rural recreation development with the larger objective to revitalize rural America. In fact, many communities have already gotten the redevelopment process rolling. For example, Hartwell, Georgia, is becoming a thriving tourist attraction with the cooperation of town and community leaders, University of Georgia Extension specialists, and high school students. An antique steam engine is used for train tours around the nearby lake, and a Depot Street Development Corporation is redeveloping a two-block area next to the scenic railroad (Johnsurd and Lucas 1986).

The Ninety-Six RC & D area council in South Carolina is sponsoring a shiitake mushroom growing and marketing project. The Trailblazer RC & D area council in northern Louisiana held a meeting February 16, 1988, to establish and prioritize objectives and goals to revitalize their rural areas.

Hunting leases, as noted earlier, are being established in Arkansas, Georgia, North Dakota, Louisiana, Oklahoma, Texas, and many other states. The Cooperative Extension Service at Oklahoma State University, in cooperation with Texas Agricultural Extension Service and Texas Parks and Wildlife Department, produced a video teleconference, shown on March 1, 1988, to inform ranchers, farmers, woodland owners, and hunters of the feasibility of wildlife management and hunting lease operations. Supplemental information packets were available at the video teleconference sites. These packets included information on where to go for more help, technical assistance available through state and federal agencies, sample contracts, and directions on how to do simple projects (see Appendix A).

Hunting leases are being considered by more and more landowners to gain supplemental income from their lands. Kansas is another state that, through Kansas State University Cooperative Extension Service, is doing telenet conferences to provide landowners with hunting lease information and to solicit sportsmen and landowners feelings toward lease hunting (Maier and Karim 1987).

The new Conservation Reserve Program (CRP), initiated by the 1985 Food and Security Act, allows and pays farmers to plant highly erodible cropland in grass and trees. This USDA program wants to take 45 million cropland acres out of production. These millions of acres are potentially excellent wildlife habitat, and they can be leased, rented or developed for hunting, fishing, trapping, camping, and other recreational uses.

Near Englewood, Tennessee, in the foothills of the Great Smokey Mountains, a landowner operates a hunting resort that offers guided hunts for unique wildlife species such as wild boar, mountain goat and sheep. All big game hunting fees include lodging, guides,

transportation, field dressing and skinning game. For additional fees, the resort proprietor will cut, wrap and freeze the meat and do taxidermy work for the customer.

Louisiana landowners are growing and harvesting crawfish and rice from the same fields. Landowners in Louisiana are growing blue crabs, clams and even alligators for extra income from the expanding aquaculture marketing opportunities (Merrill 1987).

Many other cases such as bed-and-breakfast, vacation farms, and living history farms were cited by CES personnel as examples of rural private enterprises (see Appendix A). As early as 1963, USDA recognized the need and opportunity for private lands tc provide outdoor recreation facilities (Rural Recreation 1963). In the years from 1963 to the late 1970s, farming and rural areas were prospering with traditional agriculture, but more recent times, with poor agricultural economic conditions, have caused a strong need to expand the landowner's options in various parts of the country. Landowners performing the traditional farming operation in good times did not need to consider other income activities, and in most cases, they did not want to be bothered by people management. But, as the desire to stay on the farm and the need to find alternative income sources increases, the landowner is looking for the technical and financial assistance to develop those alternatives. As noted with the USDA's Six-Point Rural Regeneration Initiative, government is seizing the opportunity to fulfill its obligation to provide that technical and financial assistance.

Examples have already been citeo where the Cooperative Extension Service in several states is providing excellent information about establishing hunting leases, specialty crops, and aquaculture, but there seems to be a void in providing information for other recreation opportunities Recreation resource professionals are usually accessed through referrals to other state and federal agencies or other departments in the university systems by the Cooperative Extension Service (Appendix A, letter from Glen Weaver, University of Missouri).

THE FUTURE

The pivot point for the decade long rural crisis can be 1988. There are signs that indicate the crisis may be nearly over. Interest rates have stabilized, farm land prices have returned to more realistic levels, and the stock market crashed but did not destruct. It is time to rebuild and revitalize rural America; not only time to "fix what's broke," but, more so, to make what we have better.

In government's zeal to make things better, it too often confuses higher quantity as being equal to higher quality. In this respect, USDA agencies must not just build more bureaucracy by providing more personnel to help rural areas. The focus needs to be on building a grass roots approach with local communities utilizing locally generated ideas for rural development. This should be done with key community leaders and citizens identifying goals and objectives through managed meetings like the one held by the Trailblazer RC & D area as noted earlier in this chapter.

Rural Enterprise Teams (RETs) consisting of the four or five specialists, as outlined in item two of the Six-Point Rural Regeneration Initiative, are an important cog in the proposed system. However, their charge "to go to communities, counties or states to assist in business development, job training, financial management and the like" is a step ahead of an important building block to "make things happen." The grass roots support by the citizens must have support and commitment from the community leadership. When this support is in harmony and functional, local citizens groups can identify those goals and objectives they want and need to make their community better. These goals and objectives, identified and supported by local citizens, are essential to accomplishing rural revitalization. To avoid this planning and focusing step is tantamount to "Big Brother" dictating what will solve rural communities' problems, and it is a prototype for failure.

RC & D areas already have a structural organization with a council and committees. Their mission is to accelerate the conservation, development and utilization of natural

resources, to improve the general level of economic activity, and to enhance the environment and standard of living in their local area. (See Appendix B for RC & D program purpose and legislative authorities.)

By working together, the RETs and RC & D councils can design a plan to identify the local problems, needs, and opportunities; and then inventory conditions, analyze the situation and develop actions to meet the communities' goals and objectives.

While it is vital that local citizens stay involved, the state and federal service agencies need to provide the best information available to meet the local goals and objectives.

The Cooperative Extension Service provides most of the educational and informational needs to landowners and communities. Other federal and state agencies have technical assistance and financial assistance responsibilities as well as education and information responsibilities. Twelve U.S. Department of Agriculture agencies are well suited to take the lead in rural development:

Agricultural Cooperative Service
Agricultural Research Service
Agricultural Stabilization and Conservation Service
Animal and Plant Health Inspection Service
Economic Research Service
Extension Service
Farmers Home Administration
Forest Service
National Agricultural Library
Rural Electrification Administration
Soil Conservation Service
Office of Transportation

It is evident that the service agency structure in place provides the landowner and community assistance opportunities needed to maintain viable rural communities, but the good years of the sixties and early seventies probably created slackness in agencies' assistance delivery systems. Several other federal departments and agencies participate with programs and services benefiting rural Americans:

Department of Labor
Department of Commerce
Department of Education

Department of Energy
Department of Transportation
Department of Health and Human Services
Office of Rural Health
National Advisory Committee on Rural Health
Department of Housing and Urban Development
Department of the Interior
Veterans Administration

(See Appendix C for an agency role and responsibility brief.)

This list of USDA and other federal agencies is not a panacea to revitalize and maintain rural America, and it is not a panacea to make recreation facilities and activities a vital part of the rural landscape. Recreation professionals need to enter into the rural development process. By doing so, many of the PCAO's recommendations for private enterprise recreation can be achieved.

RECOMMENDATIONS

Along with the general recommendations in the Executive Summary section, the following recommendations are made to improve assistance:

* One of the four or five specialists on the RETs should have extensive outdoor recreation experience and/or a strong academic background in recreation planning and management. This recreation specialist could prepare workshops to train landowners and educate other local citizens to assess the land's recreation opportunity capabilities, to develop the recreation business, and to plan the marketing strategies. This recreation specialist could also secure other experts to train and educate landowners about the risks, liability, and customer management among other facets of recreation planning and management.
* Forest Service district recreation specialists and the national forest recreation staff should be encouraged to participate with Rural Enterprise Teams and be required as part of job performance requirements to work with private land recreation programs.

* The Forest Service should include recreation specialists' assistance in state and private programs and promote rural recreation opportunities as part of agriculture diversification.
* The Soil Conservation Service should establish recreation specialist positions at adequate levels; such as, at the area conservationist office, to assist local communities.
* A systematic public information and education process should be established by USDA agencies, with the Cooperative Extension Service as primary lead agency, so that landowners and communities have access to and are knowledgeable about recreation opportunities and learn how to take advantage of those opportunities.
* Facilitated meetings should be held to solicit recreation ideas from local individuals and key leaders. The facilitated meetings, as part of this public information and education process, would be planned and conducted by trained meeting facilitators so that the right individuals are invited to participate and the right questions are asked to obtain the desired information. Several RC & D councils and committees are already using facilitated meetings to define their goals and objectives and to prioritize them.
* RC & D councils should appoint recreation committees to establish recreation projects suitable to meet the area's objectives, and all agencies should encourage recreation professionals within the organization to volunteer their services to help RC & D area councils promote rural recreation opportunities.
* The Cooperative Extension Service, through its county offices or in cooperation with other SCS and Forest Service offices, should establish a data base of professionals, educators, or other technical experts in recreation management that would be on call to present educational workshops or provide individual technical help. The list for recreation assistance could be just part of a larger computerized system matching technical need with individuals having the technical expertise.

* Computer systems need improved functional management systems and compatibility between agencies so that each has adequate access to the same informational data bases. This could be accomplished by establishing direct linkage for each agency into the National Agricultural Library.
* The USDA agencies need a central community location to help facilitate better service to communities and landowners, where citizens and groups can go to get the necessary assistance. This central location needs a unique identity so that it is easily located and accessed.

To take the best advantage of the fine services that USDA provides, the communities must know what the resources are, how to tap those resources, and which of many options to pursue to achieve their goals and objectives.

CHAPTER V

SUMMARY

Healthy rural environments are enjoyable places to live, work, and play. These environments have safe clean waters, soil that maintains its inherent productive capacity, clean air, vegetation that provides healthy food and quality shelter, and man and his inventions in harmony with the rest. "If any one component of the system, in an effort to maximize itself, becomes too successful, the entire system gets out of balance; the entire system suffers, even to the point of extinction for the offending portion, if not the system itself" (Paddock 1986). This statement from the book, *Soil and Survival*, has significant meaning to what we need to keep in mind as we work toward rural revitalization. We cannot rubber stamp solutions from one community to another. Diversity must be a key concept along with stewardship.

Because there are differing needs in different rural environments, there are many possible solutions. Today's solutions must include federal programs, leadership at the federal, state and local level, and private citizens.

The last decade has been tough for rural America. Farmers have gone bankrupt, and banks have failed.

Many opportunities were found to exist with the land's capability and the technical and financial assistance from government agencies. The state game and fish agencies, health services; and parks, recreation and tourism provide many benefits also.

The two major federal actions, the President's Commission on Americans Outdoors and USDA's Six-Point Rural Regeneration Initiative, are the springboard to getting rural communities back on track. We have seen rural Resource Conservation and Development areas

establish objectives for rural development and maintenance. People are becoming involved at the grass roots level to define their own destiny, and agency personnel are excited about being a part of the activity.

The momentum must keep going, and human values and needs must be emphasized in the total scheme as we proceed. Human values and needs focus on work and play. Rural areas are respected for their hard work, and more play opportunities are needed within these rural areas. Recreation personnel, whether they are classed as technicians, specialists or professionals, have an opportunity and obligation to help rural communities develop their full potential.

This paper has identified recreation opportunities on private land and found examples of those opportunities being developed. More rural private landowners could be taking advantage of their land's potential for recreation activities if they had better knowledge of how to develop and manage those activities. The USDA agencies having rural development responsibilities have the policy and directives to deliver technical assistance and in some cases financial assistance, but most landowners are unaware of those services. The recommendations in this paper are made with the intent to strengthen those services to rural America and to inform rural landowners of those services. And when they exercise the options available to them, with USDA's help, they can achieve their goals and objectives to make rural environments healthy, enjoyable, and vital places to live, work, and play so that another revitalization effort will not be necessary during the next generation.

This paper, hopefully, will inspire USDA employees in the various agencies to seek and develop those opportunities defined in the recommendations, and go beyond them with additional ideas to make this process dynamic. It will be sent to those agencies and individuals with the author's desire to see this project as only a starting point for developing our rural communities full recreation potential.

Some actions or projects that could continue this effort include: information packets for landowner's use in assessing and developing recreation opportunities, a specific farm or ranch plan to maximize recreation development opportunities, and a design for a USDA service center maximizing services to communities.

CHAPTER VI

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APPENDICES

APPENDIX A

Letter from Glen Weaver, Extension Project Leader--University of Missouri--Columbia

Ag Law Series--A Brochure Example

A Video Teleconference--Oklahoma Example

Colorado Division of Wildlife Brochure--*Since We're Neighbors*

Brochure--*Supplemental Income from Wildlife on Your Land*

UNIVERSITY OF MISSOURI-COLUMBIA

College of Public and Community Services

Department of Parks, Recreation and Tourism
410 Turner Avenue
624 Clark Hall
Columbia Missouri 65211
Telephone (314) 882-7086

February 2, 1988

Dennis Robertson
United States Forest Service
Suite 846 North
1720 Peach Tree Road, N.W.
Atlanta, GA 30367

Dear Dennis:

This letter will confirm our telephone conversation concerning our role in assisting rural Missouri farmers and land owners in developing alternative incomes. We provide technical assistance, consultation, referrals and formal educational programs.

In the past, we have offered programs dealing with:

* Bed and Breakfast
* Fee Hunting and Fishing
* Marketing Recreation Products and Services
* Alternative Incomes

We refer many requests to other state and federal agencies and other departments in the University system. The referrals are usually made on the basis of personal knowledge of personnel expertise in the various agencies. I have been able to locate a copy of the brochure related to the living history farm camp we discussed.

I hope this information is helpful. If you have additional questions, feel free to contact me.

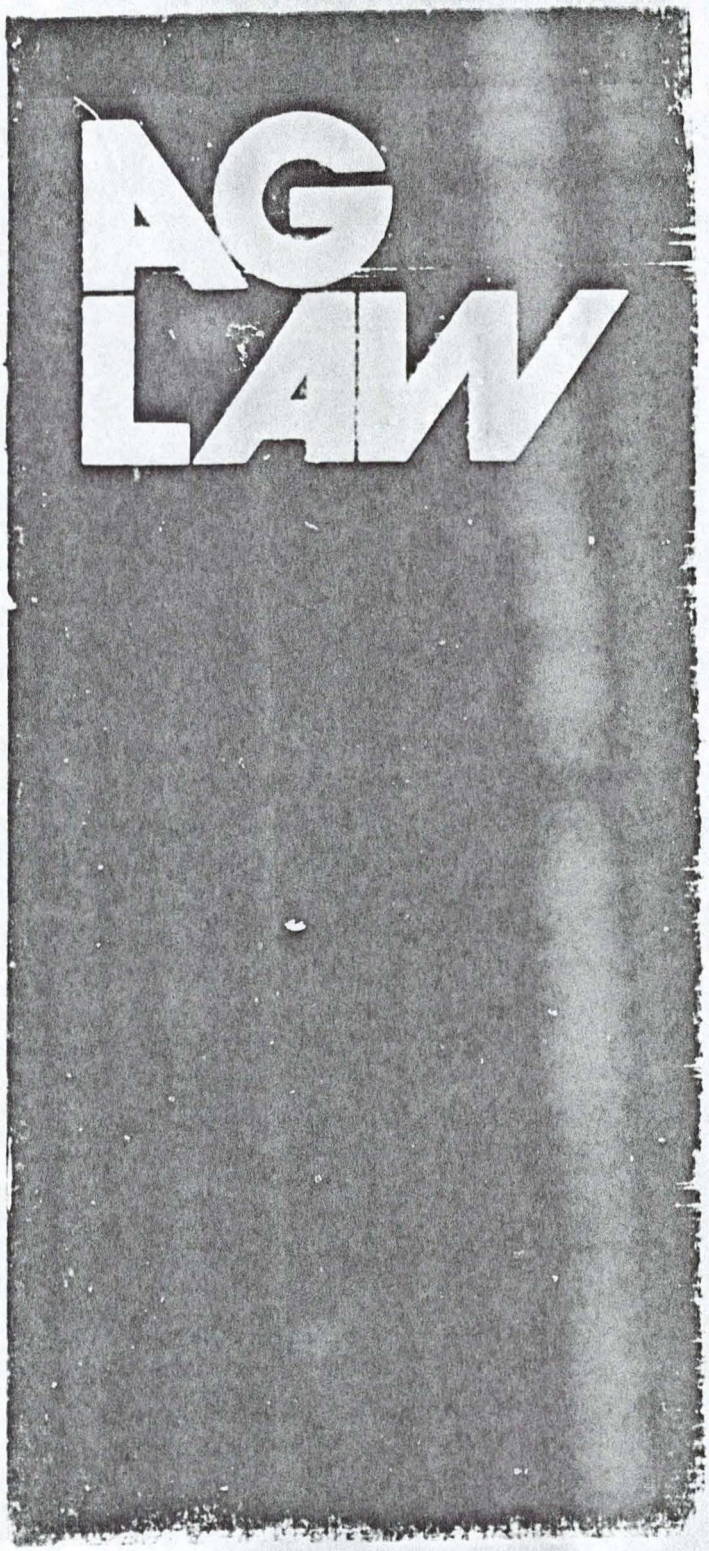
Sincerely,

Glenn D. Weaver
Extension Project Leader

GDW:cjs

Enclosure

an equal opportunity institution



KSU
KANSAS
STATE
UNIVERSITY

Designated Sites in Oklahoma

COUNTY	CITY
Beckham	Sayre
Caddo	Anadarko
Canadian	El Reno
Carter	Ardmore
Cherokee	Tahlequah
Choctaw	Hugo
Comanche	Lawton
Creek	Kellyville
Custer	Arapaho
Garfield	Enid
McCurtain	Idabel
Pittsburg	McAlester
Pottawatomie	Shawnee
Rogers	Claremore
Texas	Guymon
Woodward	Woodward

For More Information Contact:

Dr. Steven Anderson
State Extension Forester
Oklahoma State University
Stillwater, OK 74078
Phone: (405) 624-5514

Dr. Dale Rollins
TAEX
7887 N. Hwy 87
San Angelo, TX 76901
Phone: (915) 653-4576

Managing for a Hunting Lease Operation

a video teleconference

Western 4
Channel 19

March 1, 1988

7 pm to 8:30 pm

Division of Agriculture
Cooperative Extension Service, Forestry
Oklahoma State University

Texas Agriculture Extension Service

Managing for a Hunting Lease Operation

During the past few years there has been a major emphasis on the development of alternative income sources for ranch and farm operations in the Midwest. As an attempt to meet this demand, the Oklahoma State University Department of Forestry and Cooperative Extension Service in cooperation with the Texas Agricultural Extension Service are producing a video teleconference on the feasibility of wildlife management and hunting lease operations.

Ranchers, farmers, woodland owners, hunters or anyone else interested in natural resource utilization in Oklahoma and Texas should consider viewing the video teleconference. It will be broadcast on March 1, 1988 from 7 pm to 8:30 pm and will cover topics such as:

- A history of hunting lease operations in Texas.
- Pros and cons of the hunting lease operation.
- How natural resource owners can identify specific management objectives for their situation.
- Business management requirements such as record keeping, liability problems and contract construction.
- Integration of the wildlife operation into normal ranch management procedures.
- Cooperative agreements between neighbors owning small acreages.
- Resource identification such as wildlife species and habitat requirements.
- Personal resources required including interpersonal communication skills.
- Marketing and advertising techniques to sell your recreation.

Viewing the Teleconference

Anyone can view the program by attending a designated site in Oklahoma or Texas. For information on a site in Texas, contact the Texas A&M Research and Extension Center in San Angelo, Texas. In Oklahoma, 16 regional sites have been identified and are listed on back. For more information on specific meeting places in Oklahoma contact your local County Extension Office.

The teleconference may also be viewed on your own satellite receiver. Technical information concerning what satellite and transponder will be used to transmit the video teleconference will be available after Dec. 1, 1987 from the Texas A&M Research and Extension Center in San Angelo, Texas or local County Extension Offices in Oklahoma.

A packet of supplemental information will be distributed to all who attend designated viewing areas in each state. This packet will include information on where to go for more help, technical assistance available through state or federal agencies, sample contracts and directions on how to do simple projects. Extra information packets, if available, will be distributed to home viewers after the teleconference. Technical personnel in wildlife management may also be available at the teleconference site.

To help in the planning process and to ensure that an information packet will be available for you, we ask that you clip the attached preregistration slip and mail it to the appropriate address. In Oklahoma please designate which site you will attend.

MANAGING FOR A HUNTING LEASE OPERATION REGISTRATION FORM
March 1, 1988

Name _____

Title _____

Organization _____

Address _____

City _____ State _____ Zip _____

Phone Numbers: Office _____ Home _____

In Oklahoma please designate which site you will attend:

_____

In Texas mail to

Dr. Dale Rollins
TAEX
7887 N. Highway 87
San Angelo, TX 76901

In Oklahoma mail to

Dr. Steven Anderson
State Extension Forester
239 Ag. Hall
Oklahoma State University
Stillwater, OK 74078

How to find out more

News for Landowners is a quarterly newsletter which explains the Division's program to assist Colorado landowners and talks about other Division activities which affect farmers and ranchers. It's available free of charge. To get on the mailing list, fill out the coupon below and send it to: Landowner Recognition, Colorado Division of Wildlife, 6060 Broadway, Denver, CO 80216.

Wildlife Landowner of the Year nominations due

DOW comes to the aid of cattle during recent snow emergency

___ Please start sending me **News for Landowners**

___ I already get the publication. Please start sending it to the friend or relative listed below.

Name _____

Address _____

City _____

State _____ Zip code _____

Let me introduce myself

Gordon East
Landowner Recognition Program Coordinator

The Colorado Wildlife Commission took a progressive step when it asked the Division of Wildlife to develop a program to recognize and assist rural Colorado landowners. The funding made available for this program reflects the long-term commitment of the Commission and the Division staff to assisting Colorado farmers and ranchers.

As the program's coordinator, I feel it is of the utmost importance to find out more about you, the Colorado landowner, so that your views will be a major part of the foundation of this badly needed effort. I have been attending many farm and livestock meetings and will continue to do so in order to meet as many of you fine folks as possible. In addition, I welcome your comments, suggestions about how the [illegible] best meet your needs.

Let me tell you a little about myself. I grew up in a rural southeast Colorado community and spent most of my free time in the out-of-doors. Since some of my relatives owned ranch lands, many of my fondest memories and attitudes were formed from my association with farmers and ranchers of that area. I spent four years as a Division field officer in the San Luis Valley working with large cattle and sheep ranchers along the east range of the valley and with a large number of farmers in the floor of the valley. I also worked eight enjoyable years as a field officer in the lower Arkansas Valley where most of my time was spent working with and helping landowners.

I feel that this is a valuable program and intend to do everything I can to see that it works. I look forward to working with all of you and encourage you to let me know what you like or don't like about the program, and what you would like to see.

—Gordon East

Since we're neighbors...

Introducing the Colorado Division of Wildlife's program to recognize and assist landowners— The Landowner Recognition Program

Why assist landowners?

It's no secret that much of the land which supports wildlife in Colorado is owned by farmers and ranchers. The Division of Wildlife knows this, and, believe it or not, sportsmen know it too. The problem is that rarely does anyone—sportsmen and the Division included—do much to show they understand and appreciate that fact.

A program launched by the Division of Wildlife is aimed at rectifying this recognition shortcoming. Through the program to recognize and assist landowners, the Division hopes to improve relations between Colorado's landowners, the Division, and sportsmen. Certainly, this program is not a cure-all nor is it a quick fix. However, both the Division of Wildlife staff and the Colorado Wildlife Commission are committed to a positive, helpful course of action.

The program is the result of suggestions from the Wildlife Commission and the work of a special task force of Division personnel who spent several months trying to come up with answers. It is aimed at providing appreciation, assistance, and recognition to the thousands of farmers and ranchers whose lands produce wildlife and wildlife habitat and provide more than 104,200 square miles of Colorado for controlled hunting, fishing, trapping and nonconsumptive wildlife recreation.

It's not that the role of landowners has gone unnoticed in the past. The wildlife agency has worked to control big game damage to private property, considered landowner concerns in setting hunting, fishing, and trapping seasons, and provided advice, materials, and funding for wildlife habitat improvement on private lands.

However, it has not gone far enough in developing cooperative programs between landowners, sportsmen, and the Division to reduce the tresspass, damage, and nuisance on private land which can result from inconsiderate uses of these lands by hunters, fishermen, trappers, and nonconsumptive wildlife users. Through specific cooperative efforts, the Division hopes to ease tensions which sometimes exist between landowners and sportsmen, and better compensate and thank landowners for the vital role they play in maintaining Colorado's wildlife.

Printed for free distribution by the
Colorado Division of Wildlife
Department of Natural Resources
6060 Broadway, Denver, CO 80216
(303) 297-1192

What's being done

Some of the projects which are currently being provided to landowners are:

- The production and distribution to landowners of signs which help the landowner control or direct hunting, fishing, or trapping on their property. A number of different signs are available, free of charge, from district wildlife managers.
- The printing and distribution of a four-page, quarterly newsletter for landowners. The free newsletter provides information about the Division program to assist landowners, and other Division activities which affect landowners. Use the order form on the back of this brochure to sign up. Again, no strings are attached.
- The revival of the use of "courtesy cards" which grant sportsmen permission to hunt, fish, or trap on a landowner's property and provide the landowner with the sportsman's signed assurance that he will respect the landowner's property and rules.
- Projects and materials designed to improve the ethics and conduct of sportsmen, including pamphlets, bumper stickers, placemats, posters, and displays.
- A project to provide technical assistance, equipment, and plant material to landowners interested in improving wildlife habitat on their property.
- Projects to recognize and thank landowners for their contributions of providing wildlife habitat and recreation on their land through public acknowledgement, certificates, and awards. Many of these projects are cooperative ventures with sportsmen's organizations

What's ahead

There are several other projects on the drawing boards, awaiting further study, or in need of legislative changes before they can be started.

In the preliminary stages are projects to work closely with other agencies in encouraging development of wildlife habitat as part of state and federal programs. The Landowner Recognition Program is a major participant in a multi-agency program to establish living snow fences in Colorado. The purpose of a living snow fence is providing a snow barrier to save tax dollars through reduced snow removal costs and to provide much needed wildlife habitat.

The list of projects which will be studied further is long and ambitious. It includes looking into ways to compensate landowners for damage caused by sportsmen, developing landowner-sportsmen cooperatives, seeking tax incentives for landowners who improve wildlife habitat, and strengthening programs to teach individual responsibility to sportsmen.

The Division of Wildlife actively sought legislative changes which cleared the way for several other projects. One important effort was to strengthen the state law concerning hunting, fishing or trapping on private property without permission. The Division also asked the Colorado Legislature to set up a landowner preference system for limited deer and elk licenses similar to the very successful system for antelope licenses which has been in place for years. This system allows landowners a better chance to draw a license to hunt big game on their land if they meet certain criteria.

MARKETING YOUR PRODUCT

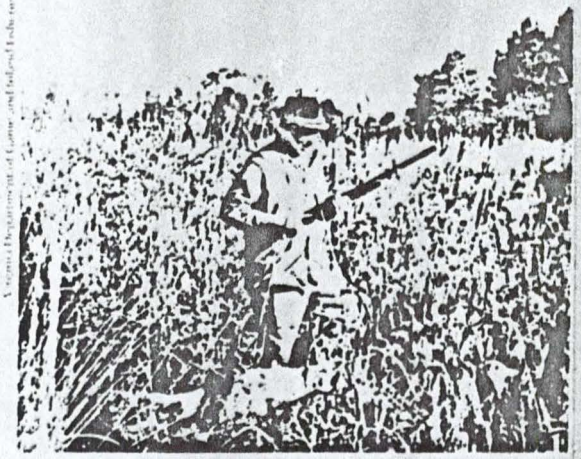
Word of mouth and repeat business should be sufficient to keep recreationists coming to your land; provided, of course, that they have enjoyed themselves. To begin your business, seek out those who have been on your land. Talk to your agribusiness contacts at the co-op, sale barn, grain elevator, gas station, and bank. Be sure your doctor, dentist, lawyer, and their friends know about the recreational opportunities available on your land. Gun shops and trap and skeet clubs may give you free advertisement. You also may need to advertise in newspapers and magazines that are likely to be read by outdoor recreationists who come to your area.

SOURCES OF ASSISTANCE

Several state and federal government agencies will help landowners improve their properties for wildlife. Assistance ranges from advice to financial aid. The local office of the Soil Conservation Service (SCS) is a good place to start. The SCS will help develop a conservation plan for your farm that includes wildlife considerations. Also, the SCS works with the Agricultural Stabilization and Conservation Service in administering USDA farm programs, including the Conservation Reserve Program. Additional information on wildlife management is available from your state wildlife management agency and through your local Cooperative Extension Service (CES) office. For detailed wildlife management planning and operational assistance, wildlife management consultants are available. Your state wildlife management agency or state CES wildlife specialist may recommend consultants if contacted.

Prepared by Peter T. Bromley, Extension Specialist—Wildlife, Virginia Cooperative Extension Service, and Delwin E. Benson, Extension Specialist—Wildlife, Colorado Cooperative Extension Service. Support for this publication was provided by U.S. Department of Interior, Fish and Wildlife Service, and U.S. Department of Agriculture, Cooperative Extension Service.

SUPPLEMENTAL INCOME FROM WILDLIFE ON YOUR LAND



A typical Department of Game and Inland Fisheries

More and more farmers and ranchers are considering hunting as a new source of income. Urban and suburban sprawl is wiping out historic wildlife habitats, and rural areas surrounding cities typically are posted against hunting or trespassing. Many sportsmen travel long distances to hunt gamebirds, waterfowl, and big game. Not only is demand increasing for quality hunting on private land, but also conservation programs of the U.S. Department of Agriculture (USDA) will help pay for changes in land management to encourage wildlife abundance.

A key USDA program is the Conservation Reserve Program (CRP). Aimed at taking up to 45 million acres out of crop production, CRP is resulting in millions of acres of potentially excellent wildlife habitat. Under CRP, these acres can be leased or rented for recreational use, such as hunting, fishing, trapping, and camping.

Regardless of whether your land qualifies for CRP, you can investigate the income-generating potential from wildlife on your land. Your decision will involve assessment of the wildlife potential of your land; evaluation of the attitudes and abilities of yourself, your family, and your employees to manage wildlife and the people who will use your land; and consideration of your expected income and expenses.

WILL YOUR LAND SUPPORT ABUNDANT WILDLIFE?

Size is important. For example, although a field as small as 50 acres can be a profitable dove hunting field, the property should be at least several hundred acres if many hunters are to enjoy their experience. To overcome the size problem, adjoining landowners can combine their properties for the purposes of managing wildlife and attracting hunters.

A great variety of plants and land uses contribute to wildlife abundance. A mixture of croplands, grasslands, brushy hedgerows or windbreaks, wetlands, and woodlands is ideal. The practices permitted under the Conservation Reserve Program will add to the wildlife value of any farm. When these practices are selected and utilized in relation to existing wildlife cover on your farm, the benefits to game can be multiplied.

IS A HUNTING BUSINESS RIGHT FOR YOU?

Entertaining the public will require changes in your operation to prevent conflicts with other uses or management of your land. Time and money are required to run this new business, including machinery time and the expenses of establishing and maintaining wildlife habitat. And, furnishing hunters with room and board may add to your income but will demand time and expenses.

Charging for hunting access may mean changing the way you, your neighbors, and your friends hunt on your farm. The prime times of the hunting season may be reserved for your paying guests. The choice will be yours, however, because you coordinate how and when paying guests use your property.

Regardless of how recreationists are permitted access, ethical and law-abiding conduct should be expected. You determine the parts of your land that hunters can use and how they are to use facilities such as roads, gates, and fences. When presented tactfully, your guidelines will be followed with minimum supervision.

Accepting money for access privileges may change your liability status. Generally, those who lease land for modest fees are liable for their own safety and equipment. Clauses that limit landowner liability and transfer liability to the guest are standard parts of hunting and other lease/rent agreements. Extended liability insurance can be added to most farm and ranch policies. You also must eliminate hazardous conditions or warn your visitors so they can avoid problems. Legal advice is recommended before entering this business.

HUNTING MANAGEMENT OPTIONS

There are many ways to manage hunting. Your decisions will depend on the size and diversity of your land, the wildlife resources there, hunting seasons, your distance from population centers, and the amount of time and other resources you and your family want to invest.

Day-use Permits: The hunter reports to your home or office and purchases a permit to hunt for the day. In addition to the usual information about the identity of the person, your signature, and the date, the permit can carry rules about the hunt, including a liability clause. Day-use permits take time to administer and are used typically for dove and waterfowl hunting. It is important to maintain high quality hunting, and this may mean limiting the numbers of hunters per day and even scheduling two or three rest days per week when no hunting is permitted. Guiding fees can be worked into the day-use system. For big game hunting, some landowners issue permits that extend for several days.

Day-use with Room and Board: The hunter arranges dates in advance and submits a deposit. This option may involve use of an extra room, bathroom facilities, and a place at the table, making a positive attitude toward guests in the home essential. In some cases, a bunk house or separate house is provided.

Season Leases: The landowner leases hunting rights to an individual, several people, or to a hunting club for the season. The owner can lease hunting rights for one or more types of game. Leases contain specific agreements on how the property is to be used, responsibility for maintaining facilities, safety areas where hunting is not allowed, the length of the agreement, and the amount to be paid. The landowner can limit the number of hunters in the leasing group. Season leases take less time to handle than day-use permit hunting. The leasing group may wish to pay for or assist in wildlife habitat management operations, and may even post and patrol the property.

Brokerage: In some areas, independent businessmen secure hunting rights from many farms, advertise the hunting opportunities, and direct the hunters. Their services may include additional arrangements such as room and board. Landowners who do not own sufficiently large farms to sustain intense and frequent hunting can participate in a cooperative program managed by a broker.

ESTIMATING YOUR INCOME POTENTIAL

Rates for recreational access and services vary greatly from place to place, and will depend on your location and the quality, quantity, and diversity of recreational opportunities you can offer. Consultation with your neighbors, the agencies listed at the end of this text, and professional consultants will help you estimate your potential income and expenses.

APPENDIX B

Workplan--State FAC Rural Enterprise Teams

RC and D Program Purpose and Legislative Authorities, Program Administration

WORKPLAN

STATE FAC RURAL ENTERPRISE TEAMS

POLICY

The USDA Department Regulation No. 9400-1 states that "it is the policy of USDA to provide for effective and efficient coordination of assistance among Departmental agencies in implementing programs that encourage local leadership, private sector and voluntary initiatives, and joint public/private activities to address rural needs."

The Department's National Food and Agriculture Council (NFAC) Directive No. 3-1983, "Rural Development Responsibilities," states the "State FACS shall support the USDA regulation on rural development and the rural development policies issued by each agency, and ensure that coordination exists between USDA agencies to support the rural development mission by," among other things, "encouraging and supporting state. substate. regional, and local rural development activities through coordination of available USDA resources."

BACKGROUND

The farm and rural economic situation of the 1980's has resulted in a severe economic downturn in rural areas heavily dependent on farming, other natural resource based economic activities, and light manufacturing. Therefore, USDA has committed to make a concerted effort to direct its programs and resources to help regenerate rural communities.

One component of the Department's rural regeneration effort is the establishment of inter-agency teams of program specialists, Rural Enterprise Teams, by the USDA State Food and Agriculture Councils (SFAC).

PURPOSE

The purpose of SFAC Rural Enterprise Teams shall be to provide efficient, effective and coordinated inter-agency action necessary to deliver Departmental assistance to State and local officials and the private sector in promoting rural development activities that address the identified needs of rural communities and businesses.

Functions of the Rural Enterprise Teams:

Assist communities in assessing their rural development needs through networks which may already exist such as the Resource Conservation and Development Area Councils.

Assist communities in the development of an action plan for addressing the problem on an interagency basis. This includes the identification/refinement of the issue or needs, the identification of the participating agencies and organizations, and the identification of an action plan to resolve the problem.

Provide to those communities which have identified needs, interagency assistance utilizing state and Federal resources to address their needs. Interagency assistance includes guidance to sources of information and assistance.

Document the actions taken by the team including the issue/needs, roles of the participating agencies and organizations, the action plan followed, and its outcome in order to share with other states and communities.

Expected results:

1. Creation of additional jobs.

2. Saving existing business and jobs.

3. Additional community facilities and services providing improved quality of life in rural communities.

Other information gained for use in future rural development initiatives:

1. A current inventory of community needs.

2. A "snapshot" of the current condition of rural America.

3. A foundation for developing effective rural development programs.

4. An opportunity to evaluate USDA's delivery system for rural development assistance.

Responsibilities of the NFAC regarding Rural Enterprise Teams:

Provide SFAC with a clear statement of their role and expected accomplishments.

Establish and maintain a system of electronic communications between the SFAC and the NFAC.

Assist the SFAC to identify key personnel to serve on the Rural Enterprise Teams.

Ensure that the SFAC have access to up-to-date information on the programs and resources available to assist in the resolution of rural development needs.

Ensure that the administrators of the Federal agencies involved are kept informed of the developments and actions taken by the teams.

Develop "backgrounders" for the teams as needed regarding the issues being addressed by the teams.

Compile the results of Rural Enterprise Team activities.

Responsibilities of the SFAC:

Inform community leaders of the programs and personnel available to them from USDA.

Authorize, organize and provide guidance and direction to the rural enterprise teams.

Develop appropriate initiatives to promote rural development in their state.

Report the activities of Rural Enterprise Team to the NFAC on a quarterly basis.

PART 520 - PROGRAM ADMINISTRATION

SUBPART A - RC&D PROGRAM PURPOSE AND LEGISLATIVE AUTHORITIES

520.01

§520.00 Purpose.

(a) The purpose of the Resource Conservation and Development (RC&D) program is to accelerate the conservation, development, and utilization of natural resources to improve the general level of economic activity, and to enhance the environment and standard of living in authorized RC&D areas. Authorized areas are locally sponsored areas designated by the Secretary of Agriculture for RC&D technical and financial assistance program funds.

(b) The Secretary of Agriculture, through authorities delegated to SCS and other USDA agencies, makes available to states, local units of government, and local nonprofit organizations, technical and financial assistance necessary to operate and maintain an RC&D area.

§520.01 Legislative authorities.

The Soil Conservation Service (SCS) will administer the RC&D program under Pub. L. 74-46, 16 U.S.C. 590a-f; Pub. L. 87-703, as amended, 7 U.S.C. 1010-1011; and Pub. L. 97-98, 16 U.S.C. 3451-3461; except for responsibilities assigned to the Farmers Home Administration (FmHA).

APPENDIX C

Federal Agencies with Rural Development Program

FEDERAL RURAL DEVELOPMENT PROGRAMS

U.S. DEPARTMENT OF AGRICULTURE

The Department of Agriculture, by virtue of its mission to serve rural America, administers many Federal rural development programs and initiatives. Within USDA, a number of separate-but-related agencies address various facets of rural life. The agencies coordinate their activities through State Food and Agriculture Councils and the Office of Small Community and Rural Development.

The following program summaries will illustrate the interdependence and cooperation within USDA and other Federal agencies working for rural America.

The Agricultural Cooperative Service (ACS) - Provides technical assistance to existing cooperatives and to groups interested in forming new cooperatives. This assistance includes help with marketing, purchasing and other services.

The Agricultural Research Service (ARS) - Conducts rural development research projects in five general categories:

- To help provide new sources of income for rural people, both on and off the farm.
- To develop new products that use farm surpluses and to transfer that technology to industry.
- To enable farmers and ranchers to lower production costs, making their products more competitive in domestic and world markets and increasing their profits.
- To improve the rural environment, making it more attractive to commercial enterprise. This includes research to safeguard the adequacy, purity and safety of rural water supplies.
- To find ways to overcome technical obstacles to agriculture exports, bringing about improvement in our balance of payments and ensuring jobs for more rural Americans.

The Agricultural Stabilization and Conservation Service (ASCS) - $92.7 billion in Commodity Credit Corporation loans and farm program payments over the last five years has contributed to stabilization of the farm economy. CCC loans and payments are major factors in small farm income increases.

The Animal and Plant Health Inspection Service (APHIS) - Protects our nation's animal and plant resources from economically dangerous diseases and pests. APHIS carries out programs in Animal Damage Control, Plant Protection and Quarantine and Veterinary Services.

The Economic Research Service (ERS) - Monitors rural economic, social and demographic trends. The Agriculture and Rural Economy Division of ERS monitors population size and composition, income levels, employment and unemployment, the distribution of Federal funds, infrastructure and credit availability, and the industrial and occupational structure of the rural economy.

ERS analyzes the resulting data and provides a number of valuable reports and publications based on its findings. The most recent are: "Rural Economic Development in the 1980's," a comprehensive report on rural conditions and the implications of some rural policy options; and "Your Hometown," a video tape designed to encourage local self-help action.

The Extension Service (ES) - Is the Federal partner in the Cooperative Extension System (CES). CES is responsible for conducting educational programs in support of the Department's rural development program.

CES programs are delivered through the educational activities of State specialists and county Extension agents and are developed at the local and State levels, in response to identified educational needs. Areas of major interest are economic development, local government management and organization development, with emphasis on leadership development. Federal administrators review and approve the program.

These programs include economic analysis (impact analysis, trade area analysis, economic base studies, etc.), business management (particularly small business management), retention and expansion of existing industry, community surveys (to identify concerns of local people to help local leaders with their economic development planning) and market studies.

Extension specialists provide an array of educational and technical assistance programs to help local officials plan community facility budgets, adopt computer technology and improve local government management systems.

Formal leadership development training, such as the Family Community Leadership (FCL) program, in cooperation with the Kellogg Foundation, help local officials in developing organizational structure, assessing community needs and options, and taking action.

The Farmers' Home Administration (FmHA) - Extends credit to family farmers and rural communities. While all FmHA programs affect rural economy, the programs most related to rural development are the Community Facilities, Business & Industry, and Housing Loan Programs.

FmHA programs directly affecting rural development include:

- Water and Waste Disposal Loans and Grants, for development, replacement or upgrading of water and waste disposal systems;

- Community Facilities Loans, for public facilities including fire equipment, health care and public service;

- Business and Industry Loans, guaranteed loans to finance business and industry development and create jobs in rural communities;

- Non-profit Rural Development Finance Corporation loans and grants, to assist statewide rural development organizations that provide loans, guarantees and other financial assistance for economic development projects in rural areas;

- Rural Community Fire Protection grants, to assist in organizing, training and equipping rural volunteer fire departments. This program is in cooperation with the U.S. Forest Service.

The Forest Service (FS) - Forest resources are the foundation for sustained rural development in many parts of the country. With over 736 million acres of forests and another 820 million acres of rangeland, this resource is a major part of the country's vast renewable natural resource base which too often is underdeveloped and overlooked. In our national leadership role in forestry, the Forest Service rural development objectives are to utilize our programs and authorities to create opportunities which provide more income, jobs, and job training in rural areas; improve rural living conditions; and enrich the quality of life in rural America. These objectives can be accomplished through our frequent interaction with other Federal agencies, State and local governments, rural communities, and private landowners.

Programs targeted at rural areas include Rural Forestry Assistance, the Forestry Incentives Program and Rural Fire Prevention and Control. FS also administers the Rural Community Fire Protection programs for the Farmers Home Administration.

FS programs that contribute directly or indirectly to rural areas include State forest resource planning, State tree improvement programs, forestry taxation, nonindustrial private forests management, and administration of tree planting programs through the Conservation Reserve Program, the Agricultural Conservation Program and the Resource Conservation and Development program.

The FS Forest Management Program provides technical and financial assistance to State Foresters who employ about 800 Service Foresters to work with forest land owners in rural areas.

All of the FS Research programs provide technology that assists rural communities or residents so that they can take advantage of productivity and recreational opportunities available to them.

The National Agricultural Library - Collects data relating to rural development to establish an information clearinghouse.

The Office of Information Resources Management (OIRM) - Does not deal directly with the public. However, OIRM Fort Collins Computer Center staff has been closely involved in two volunteer community rural development projects in the local Colorado area focused on improving training and services to rural areas.

There are many instances of USDA employees volunteering their time and expertise to help the rural areas in which they live and work. This kind of personal commitment is an important part of any successful rural development effort.

The Rural Electrification Administration (REA) - Makes loans and loan guarantees to rural electric distribution and generation cooperatives and telephone cooperatives and companies. REA is responsible for providing rural residents and communities with two basic necessities for rural development - electric power and telephone communication.

The Soil Conservation Service (SCS) - All of the programs that the Soil Conservation Service administers are primarily targeted at rural areas. The "Conservation Operations" Program provides direct technical assistance to farmers and other land owners through agreements with 2935 conservation or special districts as part of a local-federal partnership. Work is primarily with rural land owners and results in public benefits accruing from the application of conservation practices which reduce erosion and sedimentation, reduce flooding, improve water quality and fish and wildlife habitat, and sustain food and fiber production.

The "Watershed Planning" Program helps local sponsors to develop plans to protect, develop and utilize the land and water resources in rural areas.

The "Resource Conservation and Development" (RC&D) program delivers rural development assistance to 189 designated areas covering 1348 counties across the country. These areas are organized and run by councils composed of members of the counties, towns, and soil and water conservation districts in the areas. Councils establish and work towards reaching their own objectives and goals. Through SCS, USDA provides a coordinator to assist these councils to "make things happen" by obtaining technical and financial help from other agencies such as the Forest Service, Extension Service, Agricultural Cooperative Service, as well as state and private organizations.

The Office of Transportation (OT) - Administers the "Access Rural America" program, targeting rural transportation development including rural roads and bridges, rural rail service and rural passenger transportation.

OT continues to monitor rail line service discontinuances and/or anticipated abandonments, based on information reported to the Interstate Commerce Commission, to target areas needing technical assistance. The agency provides help on a case-by-case basis to areas with specific rail transportation problems. OT is preparing rural rail assistance information packets giving Federal, State and local resources guidelines.

U.S. DEPARTMENT OF LABOR

Job Training - Under Title II, more than 600 local service delivery areas (SDAs) have been established under State government supervision to plan and administer individually tailored job training activities to meet local needs. In many states, SDAs have been designated to significantly serve the rural areas, thereby affording substantial local control over this important aspect of rural economic development.

Other JTPA programs include a feasibility study and report to Congress on establishment of a national data base on dislocated farmers and ranchers.

THE DEPARTMENT OF COMMERCE

The Economic Development Administration (EDA) - Gives priority consideration to projects designed to benefit distressed rural communities, with special attention to projects located in rural enterprise zones.

THE DEPARTMENT OF EDUCATION

Within the Department of Education, the Office of Vocational and Adult Education is responsible for the coordination of rural education programs administered by the several principal offices of the Department. That responsibility resides in Section 206 of the Department of Education Organization Act (P.L. 96-88) which directs the Secretary of Education, working through the Assistant Secretary for Vocational and Adult Education, "to provide a uniform approach to rural educ[illegible] and rural family education through the coordination of programs within the Departmen[illegible]nd to work with the Federal Inter-Agency Committee on Education (FICE) to coordinate elated activities and programs of other Federal departments and agencies."

The federally chartered student organization, Future Farmers of America (FFA), through its Building Our American Communities (BOAC) program, has engaged America's young people in community development and betterment activities. BOAC is an education program which teaches community development through actual student leadership and involvement. Federal Vocational Education Funds are used to support the activities of FFA.

THE DEPARTMENT OF ENERGY

The Department of Energy's Office of State and Local Assistance Programs administers several State grant programs, including the Institutional Conservation Program, the Low Income Weatherization Assistance Program, the State Energy Conservation Program and the Energy Extension Service. The States are generally responsible for distributing funds under these programs, which serve both rural and urban residents.

U.S. DEPARTMENT OF TRANSPORTATION

The Department of Transportation (DOT) administers a number of programs and technical assistance efforts that benefit small communities and rural areas.

Public Transportation for Nonurbanized Areas (Section 18) - Funding to acquire, build or improve rural public transportation facilities and equipment (includes operating subsidies and technical assistance). Program funding is to the states, through formula grants with statutory limitations on the federal share of capital and project administration costs.

Rural Transit Assistance Program (RTAP) - Serves the same constituents as the Section 18 program. Funds are provided for transit research, technical assistance, and training.

Local Rail Service Assistance - Formula grants and limited discretionary grants to assist states in acquiring, developing and/or continuing freight rail service or alternate transportation programs.

Technology Sharing - DOT makes available to rural and small community governments the results of research initiatives and offers a toll-free hotline to local and state governments for transportation technology questions.

THE DEPARTMENT OF HEALTH AND HUMAN SERVICES

Consistent with the Administration's goal of insuring access to health care for rural Americans, the Department of Health and Human Services (HHS) administers programs that (1) directly finance health services for certain population groups, and (2) support a wide range of activities directed toward the of health-care resources in rural areas.

The Office of Rural Health - Work with states, national organizations, private associations, foundations and other entities to seek solutions to health care service delivery problems in rural communities.

Coordinate HHS rural health activities and related activities in other Federal agencies (e.g., Department of Agriculture, Veterans Administration, Department of Defense, Department of Transportation, etc.).

Establish a Resource Center for the collection and dissemination of the latest information, data and research findings related to delivery of health services in rural areas.

U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT

The Department of Housing and Urban Development (HUD) programs and grants are available to all areas of the country with a certain percentage of funds allocated to non-metropolitan areas.

U.S. DEPARTMENT OF THE INTERIOR

Most Interior Department programs are not directly targeted at rural development, but because many of the Department's activities take place in rural areas, they indirectly affect rural development. Some of these indirect benefits are mineral receipt sharing; increased jobs and income due to offshore oil/gas activities and mineral, forest, grazing and recreational activities; resource protection and rehabilitation, fire prevention, fish and wildlife management and water projects,

THE VETERANS ADMINISTRATION

While the VA does not have a "rural development strategy" per se, it does encourage its facilities and medical district planning functions to take into account the rural environment in developing strategies for health planning. Several facilities have sponsored rural outpatient clinics, mobile teams and the like to promote and improve access to VA care for rural veterans.

APPENDIX D

National Private Landowners Survey - Item 32

American Recreation Coalition Survey

36. What is your primary source of information/technical assistance regarding your land management practices?

PLEASE MARK THE ONE MOST IMPORTANT SOURCE

- ◯ Cooperative Extension Service
- ◯ U.S. Forest Service
- ◯ Soil Conservation Service
- ◯ Agricultural Stabilization and Conservation Service
- ◯ State Forestry Organization
- ◯ State Livestock Producers Organization
- ◯ State Fish and Game Organization
- ◯ Forestry Company
- ◯ Neighbors
- ◯ Journals or publications
- ◯ Took a course(s)
- ◯ Other (please specify) ——→ _____

AMERICAN RECREATION COALITION
1987 Outdoor Recreation Survey

1. Do you charge any type of fee for outdoor recreation opportunities?

_____ Yes (Please go to question 2.)
_____ No (There is no need for you to answer the remaining questions. Please return the questionnaire in the postage-paid envelope provided.)

2. To complete this questionnaire, you will need to focus on only one activity. To do that, please indicate which of the following is the primary outdoor recreation activity for which you charge a fee. If you provide more than one type of activity for a fee, please check the one that earns you the most income or has the most customers.

CHECK ONLY ONE

_____ A. Primitive/rustic (not highly developed) camping.
_____ B. Swimming.
_____ C. Horseback riding.
_____ D. Off-road vehicle areas or driving.
_____ E. Snowmobiling.
_____ F. Cross-country skiing.
_____ G. Land leased for cabin sites, not the lease of a cabin.
_____ H. Gathering forest products (firewood, berries, Christmas trees, rocks, etc.)
_____ I. None of the above. (If you checked "None of the above," please do not complete the rest of this questionnaire. Return it in the postage-paid envelope provided. If you offer other recreation opportunities for a fee and have a printed fee schedule for them, please include a copy in the envelope. Thank you for your help.)

3. Do you charge a fee for other outdoor recreation, hunting or fishing activities that are not listed in Question 2? _____ No. _____ Yes. Please give the name of that activity. _____

DURING THE REST OF THIS QUESTIONNAIRE, WE WILL REFER TO THE ACTIVITY YOU CHECKED IN QUESTION 2 AS YOUR PRIMARY FEE ACTIVITY. PLEASE THINK ONLY ABOUT THAT ACTIVITY AND NOT ABOUT YOUR RECREATION "BUSINESS" IN GENERAL IF YOU OFFER MORE THAN ONE ACTIVITY FOR A FEE. ALSO, IF YOU PROVIDE THE PRIMARY FEE ACTIVITY AT MORE THAN ONE LOCATION, PLEASE PICK ONE OF THOSE LOCATIONS AND ANSWER THE QUESTIONS WITH IT IN MIND.

4. Two types of fees are frequently charged, a BASIC fee (for use of an area and its basic facilities and services) and ADDITIONAL fees (those charged in addition to the basic fee for special services and facilities). This question concerns your BASIC fees. Please provide the following information: (1) the BASIC fee you most commonly charge for your primary fee activity; (2) the unit charged for (such as per person, per group, etc.); (3) and the time period covered (per day, per week, per season, etc.).

(1) Basic Fee: _____ (2) Unit: _____ (3) Time Period: _____

5. Please look at the following list of services and facilities and for each one check whether they: are covered by your basic fee for your primary fee activity; are available for an additional fee; or are not provided at all.

SERVICE OR FACILITY	COVERED IN BASIC FEE	AVAILABLE FOR AN ADDITIONAL FEE	ARE NOT PROVIDED
Camping Site			
Lodging			
Meals			
Bath House			
Hot Showers			
Electrical Hookups			
Sanitation Dumps			
Swimming Areas/Pool			
Transport to/from Area			
Recreation Equipment			
Horses or Packstock			
Stables			
Riding Arenas/Rinks			
Guide/Tour Service			
ORV, Snowmobile or other Vehicles			
Marked Trails			
Groomed Trails			
Grocery Store			
Laundry Facilities			
Other:			

6. Do you only offer outfitting, guide or concessionaire services for the primary fee activity? ___Yes ___No

7. Do you own, manage or lease the land or water on which the primary fee activity takes place? (check one)

_____ own _____ manage for owner _____ lease from owner ____ none of these

8. Please check one category that best describes the ownership of the facilities, land, and/or water for which the fee is charged for the primary fee activity.

_____ Facilities, land, and water are all privately owned.
_____ Facilities and land are privately owned. Water is in public ownership.
_____ All facilities are privately owned. Land and water are all in public ownership.
_____ All facilities are privately owned. Land and water are in both private and public ownership.
_____ Facilities are in both private and public ownership. Land and water are all in public ownership.
_____ Facilities, land, and water are in both private and public ownership.
_____ All facilities, land, and water are in public ownership.

9. Which one of the following best describes who can use the primary fee opportunity.

_____ Reserved for a few individuals or groups.
_____ Reserved for club or group members.
_____ Reserved primarily for club or group members but open for limited use by the general public.
_____ Open to the general public.

10. Please check one category that best describes the way you set fees for the primary fee activity.

_____ In line with what others charge locally. _____ Based on what the market will bear.
_____ In line with costs and inflation. _____ Mostly by what you think is fair.

11. Which one of the following best describes how you set fees to cover the costs of providing your primary fee activity.

_____ Fees are set to cover all costs of the operation, including land costs.
_____ Fees are set to cover operating costs and costs of facilities but not land costs.
_____ Fees are set to cover operating (out-of-pocket) costs but not the costs of the facilities and land.

12. If you had to start your primary fee activity operation from scratch, would your fees cover the total costs of the land, facilities, labor, maintenance, and other expenses necessary to provide that activity?

_____ Yes _____ No

13. About how many months a year is your primary fee activity operation open for customers? _____ Months

14. Which of the following best reflects the total number of customers you have for your primary fee activity each year:

Less than 26	26-100	101-300	301-500	501-1000	Over 1000

15. Do you limit use to maintain a certain level of quality for the primary fee activity? ___ Yes ___ No

If you have a fee schedule and a brochure or leaflet, please send us a copy with this questionnaire.

PLEASE RETURN THE QUESTIONNAIRE IN THE POSTAGE-PAID ENVELOPE PROVIDED.

THANK YOU VERY MUCH FOR YOUR HELP
AMERICAN RECREATION COALITION RESEARCH PROJECT: 1987

AMERICAN RECREATION COALITION
1987 Hunting and Fishing Survey

1. Do you charge any type of fee for hunting or fishing opportunities?

_____ Yes (Please go to Question 2.)

_____ No (There is no need for you to answer the remaining questions. Please return the questionnaire in the postage-paid envelope provided.)

2. To complete this questionnaire, you will need to focus on only one activity. To do that, please indicate which of the following is the primary hunting or fishing activity for which you charge a fee. If you provide more than one type of activity for a fee, please check the one that earns you the most income or has the most customers.

CHECK ONLY ONE

_____ A. Big game hunting. (List major species.) _____

_____ B. Small game hunting. (List major species.) _____

_____ C. Upland game bird hunting. (List major species.) _____

_____ D. Waterfowl hunting. (List major species.) _____

_____ E. Cold water fishing. (List major species.) _____

_____ F. Warm water fishing (List major species.) _____

_____ G. None of the above. (If you checked "None of the above," please do not complete the rest of this questionnaire. Return it in the postage-paid envelope provided. If you offer other recreation opportunities for a fee and have a printed fee schedule for them, please include a copy in the envelope. Thank you for your help.)

3. Do you charge a fee for other outdoor recreation, hunting or fishing activities that are not listed in Question 2?

_____No. _____ Yes. Please give the name of that activity _____

DURING THE REST OF THIS QUESTIONNAIRE, WE WILL REFER TO THE ACTIVITY YOU CHECKED IN QUESTION 2 AS YOUR PRIMARY FEE ACTIVITY. PLEASE THINK ONLY ABOUT THAT ACTIVITY AND NOT ABOUT YOUR RECREATION "BUSINESS" IN GENERAL IF YOU OFFER MORE THAN ONE ACTIVITY FOR A FEE. ALSO, IF YOU PROVIDE THE PRIMARY FEE ACTIVITY AT MORE THAN ONE LOCATION, PLEASE PICK ONE OF THOSE LOCATIONS AND ANSWER THE QUESTIONS WITH IT IN MIND.

4. Two types of fees are frequently charged, a BASIC fee (for use of an area and its basic facilities and services) and ADDITIONAL fees (those charged in addition to the basic fee for special services and facilities). This question concerns your BASIC fees. Please provide the following information: (1) the BASIC fee you most commonly charge for your primary fee activity; (2) the unit charged for (such as per person, per group, or per animal harvested, etc.); (3) and the time period covered (per day, per week, per season, etc.). If different basic fees are charged for different types of uses of the primary fee activity (such as a different fee to hunt elk than to hunt deer), please show them too.

(1) Basic Fee: _____ (2) Unit: _____ _____ (3) Time Period: _____

5. Please look at the following list of services and facilities and for each one check whether they: are covered by your basic fee for your primary fee activity; are available for an additional fee; or are not provided at all.

SERVICE OR FACILITY	COVERED IN BASIC FEE	AVAILABLE FOR AN ADDITIONAL FEE	ARE NOT PROVIDED
Camping Site			
Lodging			
Meals			
Transportation to/from Area			
Guide Services			
Hunting Equipment			
Fishing Boats			
Fishing Equipment			
Horses or Packstock			
4-Wheel Drive, Snowmobile, or other vehicles			
Other:			

6. Do you only offer outfitting, guiding or concessionaire services for the primary fee activity? ___Yes ___No

7. Do you own, manage or lease the land or water on which the primary fee activity takes place? (check one)

_____ own _____ manage for owner _____ lease from owner _____ none of these

8. Please check one category that best describes the ownership of the facilities, land, and/or water for which the fee is charged for the primary fee activity.

_____ Facilities, land, and water are all privately owned.
_____ Facilities and land are privately owned. Water is in public ownership.
_____ All facilities are privately owned. Land and water are all in public ownership.
_____ All facilities are privately owned. Land and water are in both private and public ownership.
_____ Facilities are in both private and public ownership. Land and water are all in public ownership.
_____ Facilities, land, and water are in both private and public ownership.
_____ All facilities, land, and water are in public ownership.

9. Which one of the following best describes who can use the primary fee opportunity.

_____ Reserved for a few individuals or groups.
_____ Reserved for club or group members.
_____ Reserved primarily for club or group members but open for limited use by the general public.
_____ Open to the general public.

10. Please check one category that best describes the way you set fees for the primary fee activity.

_____ In line with what others charge locally. _____ Based on what the market will bear.
_____ In line with costs and inflation. _____ Mostly by what you think is fair.

11. Which one of the following best describes how you set fees to cover the costs of providing your primary fee activity.

_____ Fees are set to cover all costs of the operation, including land costs.
_____ Fees are set to cover operating costs and costs of facilities but not land costs.
_____ Fees are set to cover operating (out-of-pocket) costs but not the costs of the facilities and land.

12. If you had to start your primary fee activity operation from scratch, would your fees cover the total costs of the land, facilities, labor, maintenance, and other expenses necessary to provide that activity?

_____ Yes _____ No

13. About how many months a year is your primary fee activity operation open for customers? _____ Months

14. Which of the following best reflects the total number of customers you have for your primary fee activity each year:

Less than 5	6-15	16-25	26-50	51-100	Over 100
_____	_____	_____	_____	_____	_____

15. Do you limit use to maintain a certain level of quality for the primary fee activity? ____ Yes _____ No

16. Do you incur any costs to increase the population (number) of the type of game or fish that is sought during the primary fee activity — such as costs associated with improving the game or fish habitat, providing supplemental feed, and raising or purchasing game or fish for stocking? _____ Yes _____ No

If you have a printed fee schedule and brochure or leaflet, please send us a copy with this questionnaire.

PLEASE RETURN THE QUESTIONNAIRE IN THE POSTAGE-PAID ENVELOPE PROVIDED

THANK YOU VERY MUCH FOR YOUR HELP
AMERICAN RECREATION COALITION RESEARCH PROJECT: FEES- -1987

APPENDIX E

Spring Lake Ranch Brochure

B&R Guide Service--Pheasant Hunts

Great Get-Aways Spring Lake Ranch Prime Prairie Hunting
Relaxation, Excitement, Privacy

Spring Lake Ranch has welcomed visitors from around the world who want to experience a disappearing way of life. We at Spring Lake Ranch would like to invite you to join guests from Japan, Sweden, England, Germany, Ireland, Zimbabwe, Panama, Canada, Massachusetts, Washington D.C., Colorado, Oklahoma, Texas, South Dakota, Minnesota, Alaska, Wyoming, Illinois, Missouri, California, Tennessee and Nebraska who have chosen this environment for their recreational outing.

Spring Lake Ranch is open all year and you can enjoy snowmobiling, sledding, horseback riding, hiking, arrowhead hunting, birdwatching, wildflower gathering, windmill checking, calving, haying and picnics as seasonal activities.

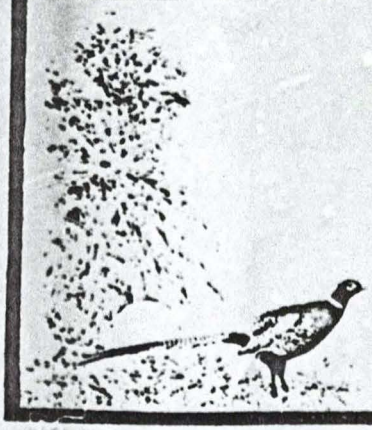
Spring Lake Ranch can accommodate only 10 guests at a time and will rarely book two groups simultaneously so you can be assured of personal service and anonymity away from the pressures and fast pace of city life.

Rates are $60 per day per person which includes lodging, meals, snacks, and "4 by 4" tours. Family rates are available and discounts apply to extended stays. Bed and breakfast rates are $25 per person and ranch tours are welcome.

PHEASANT, DOVE, DUCK, GOOSE, TURKEY, GROUSE, AND DEER HUNTS Enjoy exclusive hunting access to 18,000 acres of prime prairie hunting. A hunting preserve allows us to start pheasant season September 1, so plan your mixed bag hunting trips now. Rates are $125 per hunter per day. Lodging, excellent homecooked meals, guide, dogs and transportation are included in the package price.

The Nebraska Sandhills are a beautiful setting for Spring Lake Ranch. This area is the largest sand dune area in the western hemisphere and the fragile grass-covered dunes meet the lush, wet meadows in a fascinating contrast of nature. Nowhere else in the world will you witness this vast expanse; the unusual combination of arid plants and wildlife coupled with shorebirds such as Trumpeter Swans, Canadian Geese, ducks, pelicans, plovers, egrets and curlews which live in the many lakes and marshes. Spring Lake Ranch was established over a century ago on an old Indian campground and is mentioned in Mari Sandoz' writings. Let the spirit of the SandHills capture your imagination.

Reservations are required. We will look forward to hearing from you.
Call 308-282-0835 or write:
Spring Lake Ranch, HC 84, Box 103, Gordon, Nebraska, 69343
for reservations.



B & R Guide Service

Pheasant Hunts

B & R Guides P.O. Box 128 Montezuma, Kansas 67867

Southwest Kansas has long been the finest pheasant hunting area in Kansas. Now you can enjoy it like a local. Our guides go with you each day and show you where and how to bag your birds. This is not a game farm or shooting preserve. We offer the pursuit of wild birds over 10,000 acres of prime private ground. So, if you're after the thrill of the hunt with results - give us a call.

DATES & BAG LIMITS

Pheasant - Second weekend in November. Limit 4 per day.

RATES - NOVEMBER - JANUARY

$60.00 a day per gun.

Rates include:

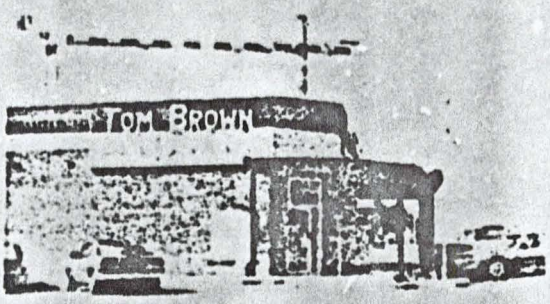
- Over 10,000 acres of private land.
- Vehicles and gas.
- Field Lunch
- Local guides with years of experience hunting for pleasure.
- No bogus membership fees, per bird fee or hidden costs.

DEPOSIT

A $60.00 deposit, per hunter is required to confirm and hold your reservation and must be received two weeks before scheduling your hunt. Deposits are non-refundable, however if you are forced to cancel I will honor your deposit for one full season, if canceled in advance.

FOOD & LODGING

We are within easy driving distance of Dodge City where many fine motels and restaurants are available. If you wish I will make reservations for you. R.V. accomodations are available in Montezuma. A local airport is available for fly ins.



LICENSE REQUIRMENTS

Either a Kansas resident hunting license or a non-resident license. Both are available through our services. For hunters born after July 1, 1957 a hunter saftey course is required to purchase a license.

DOGS

Accomodations for your dogs are available. We encourage the use of a hunter's own dogs.